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Message Text

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PAGE 01 STATE 168672

53
ORIGIN COME-00

INFO OCT-01 EUR-12 ISO-00 EB-07 EA-07 /027 R

DRAFTED BY COM/BEWT/USSR/WPTHORN,JR.
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---------- 055889
R 081405Z JUL 76
FM SECSTATE WASHDC
TO AMEMBASSY MOSCOW

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E.O. 11652:N/A

TAGS: BEXP, EEWT, UR, US

SUBJECT: INQUIRY REGARDING POWDER DETERGENT PLANT

1. ROBERT W. COUGHLIN, V.P. OF PNEUMATIC SCALE CORP., QUINCY, MASSACHUSETTS, RECENTLY VISITED BEWT SEEKING INFORMATION ON POWDER DETERGENT PLANT, REPORTEDLY ONLY IN PLANNING STAGES AT THIS TIME. COUGHLIN'S FIRM IS WORKING THROUGH COLGATE-PALMOLIVE, WHICH WAS ASKED TO SUBMIT PROPOSALS AS ENGINEERING CONSULTANT AND IS RECOMMENDING PNEUMATIC SCALE'S EQUIPMENT FOR 15 PACKAGING LINES WORTH SOME DOLLARS 4 MILLION. ACCORDING TO COUGHLIN, TECHMASHIMPORT WILL BE FTO RESPONSIBLE FOR THESE EQUIPMENT PURCHASES.

2. COUGHLIN THINKS SOVIETS ALSO SEEKING BIDS FROM ITALIAN FIRM TECHNOPETROL, WHICH COULD SERVE AS GENERAL CONTRACTOR AND SUPPLY EQUIPMENT SIMILAR TO PNEUMATIC SCALE'S BUT SOURCED IN ITALY.

3. PNEUMATIC SCALE HAS ALSO RECEIVED REQUESTS FOR QUOTES
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ON ITS EQUIPMENT FROM JAPANESE FIRMS KAOSOAP AND LION FAT

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AND OIL BUT IS NOT CERTAIN THESE ARE FOR SAME SOVIET PRO-
JECT SINCE SPECIFICATIONS DIFFER SOMEWHAT FROM THOSE RE-
QUESTED BY COLGATE.

4. BEWT WOULD APPRECIATE WHATEVER INFORMATION COMMERCIAL
OFFICE MAY BE ABLE TO OBTAIN A0OUT THIS PROJECT FROM
SOVIETS OR ITALIAN AND JAPANESE COMMERCIAL REPS IN MOSCOW.
KISSINGER

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To: MOSCOW
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